

<Reference for FY2013 (The 148th Fiscal Year) First Three Months> [Consolidated]

August 1, 2013
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2012			FY2013			Full-year forecast			Previous Forecast					
		April 2012 - June 2012			April 2013 - June 2013			April 2013 - March 2014			April 2013					
		Change	Ratio	Change	Ratio	Change	Ratio	Change	Ratio	-March 2014						
Net Sales		644.8	+37.5	+6.2%	675.8	+31.0	+4.8%	2,800.0	+221.7	+8.6%	2,800.0					
Domestic Sales		267.0	+65.4	+32.4%	240.2	-26.8	-10.0%	980.0	-60.9	-5.9%	980.0					
Suzuki brand		220.7	+48.9	+28.5%	216.0	-4.7	-2.1%	880.0	+12.0	+1.4%	880.0					
OEM sales		46.3	+16.5	+55.4%	24.2	-22.1	-47.8%	100.0	-72.9	-42.1%	100.0					
Overseas Sales		377.8	-27.9	-6.9%	435.6	+57.8	+15.3%	1,820.0	+282.6	+18.4%	1,820.0					
Operating Income		35.6	+10.0	+39.4%	44.1	+8.5	+23.7%	165.0	+20.4	+14.1%	150.0					
Margin		5.5%			6.5%			5.9%			5.4%					
Ordinary Income		40.2	+11.4	+39.9%	47.2	+7.0	+17.3%	180.0	+24.4	+15.7%	165.0					
Margin		6.2%			7.0%			6.4%			5.9%					
Net Income		24.5	+5.8	+30.6%	27.0	+2.5	+10.5%	100.0	+19.6	+24.4%	90.0					
Margin		3.8%			4.0%			3.6%			3.2%					
General View		Higher earnings on higher sales			Increased sales for 2 consecutive periods Highest ever income and margin			Higher earnings on higher sales			Higher earnings on higher sales					
Factors of change in Operating Income	Factors of Increase		Change in sales, model mix		+19.8		Effect of ForEX rates		+17.7		Effect of ForEX rates		+42.0		+26.0	
			Cost reduction		+2.1		Cost reduction		+2.2		Cost reduction		+28.0		+28.0	
			Decrease of depreciation		+1.4											
			Total		+23.3		Total		+19.9		Total		+70.0			
	Factors of Decrease		Effect of ForEX rates		-10.9		Increase of various expenses		-8.9		Increase of various expenses		-20.0		-20.0	
			Increase of R&D expenses		-1.8		Increase of R&D expenses		-1.4		Increase of depreciation		-16.0		-21.0	
			Increase of expenses		-0.6		Change in sales, model mix		-0.9		Increase of R&D expenses		-11.0		-11.0	
			Total		-13.3		Total		-11.4		Total		-49.6		+3.4	
Foreign Exchange Rates and Effect on Operating Income		USD	80 Yen	-2 Yen	-0.2	99 Yen	19 Yen	+2.2	96 Yen	(After Q1) 95 Yen	+6.9	90 Yen				
		EUR	103 Yen	-14 Yen	-2.3	129 Yen	26 Yen	+4.5	126 Yen	125 Yen	+13.8	120 Yen				
		INR	1.50 Yen	-0.35 Yen	-5.9	1.79 Yen	0.29 Yen	+4.8	1.65 Yen	1.60 Yen	+7.3	1.70 Yen				
		100IDR	0.87 Yen	-0.09 Yen	-0.9	1.02 Yen	0.15 Yen	+2.0	0.97 Yen	0.95 Yen	+5.1	0.93 Yen				
		THB	2.56 Yen	-0.14 Yen	-0.0	3.16 Yen	0.60 Yen	+1.0	3.10 Yen	3.00 Yen	+2.0	3.10 Yen				
Capital Expenditures		32.8	+0.1		41.6	+8.8		240.0	+70.7			270.0				
Depreciation Expenses		23.6	-1.4		23.8	+0.2		110.0	+16.3			115.0				
R&D Expenses		23.8	+1.8		25.2	+1.4		130.0	+10.7			130.0				
Interest-bearing debt		431.8	-44.5		431.3	-0.5										
Cash Flows		Operating Activities		60.1		+1.8		65.9		+5.8						
		Investing Activities		-19.8		+1.5		-21.4		-1.6						
		Financing Activities		-7.8		+2.3		-1.7		+6.1						
		Cash Balance		739.7		+77.3		708.1		-31.6						
Operating results by Business		M/C	Sales	59.5	-15.9	-21.1%	70.5	+11.0	+18.5%							
			Operating Income	-3.5	-3.8	-	-2.7	+0.8	-							
			Margin	-			-									
		A/M	Sales	571.9	+54.6	+10.5%	590.8	+18.9	+3.3%							
			Operating Income	37.5	+14.2	+61.6%	44.8	+7.3	+19.3%							
			Margin	6.6%			7.6%									
		M/P	Sales	13.4	-1.2	-8.3%	14.5	+1.1	+8.8%							
			Operating Income	1.6	-0.4	-22.7%	2.0	+0.4	+25.0%							
			Margin	11.7%			13.4%									
Operating results by Geographical Areas		Japan	Sales	404.0	+62.0	+18.1%	391.1	-12.9	-3.2%							
			Operating Income	27.5	+16.6	+152.0%	30.8	+3.3	+12.0%							
			Margin	6.8%			7.9%									
		Europe	Sales	66.2	-17.3	-20.8%	70.9	+4.7	+7.1%							
			Operating Income	-1.3	-3.2	-	-2.6	-1.3	-							
			Margin	-			-									
		Asia	Sales	233.5	+7.1	+3.1%	293.9	+60.4	+25.9%							
			Operating Income	9.2	-2.7	-22.8%	19.9	+10.7	+116.4%							
			Margin	3.9%			6.8%									
		Others	Sales	43.1	-	-	40.5	-2.6	-6.2%							
			Operating Income	0.2	-	-	-0.5	-0.7	-							
			Margin	0.5%			-									
Number of Consolidated Subsidiaries		135	-6		135	+0										
Number of Affiliates with application of equity method		36	-2		37	+1										
Number of Employees		55,439	+1,475		56,959	+1,520										

* M/C: Motorcycle A/M: Automobile M/P: Marine and Power products, etc.

<Reference for FY2013 (The 148th Fiscal Year) First Quarter> [Units (Production & Sales)]

August 1, 2013
SUZUKI MOTOR CORPORATION

(Thousand units)

<Motorcycles and ATVs>	FY2012 first three months April - June 2012			FY2013 first three months April - June 2013			FY2013 full-year forecast April 2013 - March 2014			Revised units from previous forecast
		Change	Ratio		Change	Ratio		Change	Ratio	
Domestic	14	-3	-15.3%	11	-3	-20.9%	53	+0	+0.9%	-2
Export	22	-11	-32.7%	30	+8	+36.8%	137	+21	+18.1%	+1
Domestic production (Including ATVs)	36	-13	-26.9%	42	+5	+14.3%	190	+21	+12.7%	-1
(ATVs only)	5	-0	-8.0%	4	-1	-19.5%	15	-2	-11.8%	-1
Europe	4	+1	+23.3%	-	-4	-	-	-13	-	
North America	2	-0	-7.5%	2	-0	-6.6%	7	+1	+21.6%	+1
China	232	-22	-8.7%	189	-43	-18.7%	/			/
Indonesia	103	-6	-5.7%	102	-1	-0.7%				
India	91	+6	+6.8%	80	-11	-12.0%				
Others	80	-17	-17.4%	75	-5	-6.6%				
Asia	506	-39	-7.2%	446	-60	-11.9%	2,017	+25	+1.2%	-343
Others	14	-34	-71.7%	23	+9	+66.9%	119	+29	+32.3%	-7
Overseas production (including ATVs)	525	-73	-12.2%	470	-55	-10.5%	2,143	+43	+2.0%	-349
(ATVs only)	2	+0	+11.6%	2	-0	-9.6%	10	+2	+23.8%	+1
Production Total (Including ATVs)	561	-87	-13.4%	512	-50	-8.9%	2,333	+64	+2.8%	-350
(ATVs only)	7	-0	-2.3%	6	-1	-16.2%	25	-0	-0.3%	
Domestic sales	19	-4	-15.7%	18	-1	-5.7%	73	-3	-4.1%	-5
Europe	18	-8	-31.2%	18	+0	+1.4%	51	+4	+8.3%	+2
North America	15	+0	+1.5%	14	-1	-7.5%	56	+12	+26.2%	-4
China	204	-10	-4.6%	144	-60	-29.2%	/			/
Indonesia	95	-28	-22.5%	112	+16	+17.0%				
India	93	+9	+11.0%	83	-9	-10.2%				
Others	74	-5	-6.4%	72	-2	-2.2%				
Asia	466	-33	-6.7%	411	-54	-11.7%	1,933	+22	+1.1%	-313
Others	55	-32	-36.5%	53	-2	-3.7%	238	+5	+2.2%	-8
Overseas sales	553	-73	-11.6%	496	-57	-10.4%	2,278	+42	+1.9%	-323
Sales Total (Including ATVs)	572	-76	-11.8%	514	-58	-10.2%	2,351	+39	+1.7%	-328
(ATVs only)	6	-0	-3.9%	6	-0	-2.0%	26	+4	+16.4%	+3

<Automobiles>	FY2012 first three months April - June 2012			FY2013 first three months April - June 2013			FY2013 full-year forecast April 2013 - March 2014			Revised units from previous forecast
		Change	Ratio		Change	Ratio		Change	Ratio	
Minivehicles	162	+65	+66.4%	152	-10	-6.4%	595	+2	+0.3%	
Sub-compact and standard-sized vehicles	27	+10	+56.5%	17	-10	-35.7%	75	-11	-12.3%	
Export	47	-6	-11.7%	43	-4	-8.5%	150	-34	-18.3%	
OEM	48	+18	+57.8%	25	-23	-48.0%	123	-59	-32.4%	
Domestic production (Including CBU)	285	+86	+43.3%	237	-47	-16.6%	943	-101	-9.7%	
(CBU only)	273	+90	+49.4%	227	-45	-16.6%	903	-98	-9.8%	
Europe	38	-0	-0.9%	30	-8	-20.7%	176	+25	+16.7%	
China	64	-10	-13.3%	48	-16	-24.4%	/			/
Indonesia	32	+11	+49.8%	43	+11	+35.6%				
Thailand	3	+3	-	12	+9	+268.0%				
India	301	+11	+3.6%	268	-32	-10.7%				
Others	29	+8	+36.1%	22	-7	-23.1%				
Asia	428	+22	+5.5%	394	-34	-8.0%	1,778	+95	+5.6%	-69
Others	-	-	-	1	+1	-	2	+2	-	
Overseas production	466	+22	+4.9%	424	-41	-8.9%	1,956	+122	+6.6%	-69
Production Total	750	+108	+16.8%	662	-89	-11.8%	2,899	+21	+0.7%	-69
Minivehicles	148	+51	+52.4%	148	+0	+0.2%	580	-6	-1.1%	
Sub-compact and standard-sized vehicles	25	+8	+48.1%	19	-5	-21.7%	80	-5	-6.3%	
Domestic sales	172	+59	+51.8%	167	-5	-2.9%	660	-12	-1.8%	
Europe	55	-4	-7.3%	49	-6	-11.3%	220	+23	+11.8%	
China	60	-9	-13.0%	53	-7	-12.1%	(Supplement) Full-year sales in India are expected to increase by 2% compared to previous fiscal year			/
Indonesia	29	+8	+39.4%	37	+8	+28.2%				
Thailand	5	+2	+73.2%	12	+7	+144.7%				
India	263	+13	+5.0%	245	-18	-6.8%				
Others	39	+9	+30.7%	27	-12	-30.9%				
Asia	396	+23	+6.1%	374	-22	-5.5%	1,681	+93	+5.9%	-75
Others	50	+1	+3.0%	45	-5	-9.8%	165	-39	-19.1%	-2
Overseas sales	502	+20	+4.1%	468	-33	-6.6%	2,066	+77	+3.9%	-77
Sales Total	674	+79	+13.2%	636	-38	-5.7%	2,726	+66	+2.5%	-77
OEM Sales (Not included in figures above)	60	+18	+42.0%	31	-29	-48.2%				

* Domestic production: CBU + CKD. Overseas production: Units completed at overseas factories(excluding CKD from Japan).

* Automobiles sales are SUZUKI brand vehicles (Including license-built vehicles in part). Overseas sales of FY 2013 include forecast in part

**Change* and *Ratio* mentioned in the "Reference [Consolidated]" and "Reference [Units (Production & Sales)]" are the amounts compared to the same period of previous year.

* The forecasts mentioned in the "Reference [Consolidated]" and "Reference [Units (Production & Sales)]" are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement.

* Please note that the future results may greatly vary by the changes of various factors. Those factors, which may influence the future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rate (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).